

Message Text

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ACTION COME-00

INFO OCT-01 NEA-10 ADP-00 EA-11 AID-20 CIAE-00 EB-11

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12

CIEP-02 LAB-06 SIL-01 OMB-01 STR-08 RSR-01 /104 W

----- 129463

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FM AMEMBASSY DACCA

TO AMEMBASSY MANILA

INFO SECSTATE WASHDC 0691

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E. O. 11652: N/A

TAGS: EAID, EFIN, XE, XC, XD

SUBJECT: US ELIGIBILITY AS PROCUREMENT SOURCE FOR ADB SPECIAL FUNDS

REF: MANILA 7972

1. TECHNO-TRADE, ENERGETIC LOCAL REPRESENTATIVES GENERAL ELECTRIC, HAVE LEARNED FROM BDG PLANNING COMMISSION THAT ADB LOAN \$10.45 MILLION TO POWER DEVELOPMENT BOARD FOR WEST ZONE POWER STATION AT BHERAMARA NEARING APPROVAL. STATION TO HAVE INITIAL CAPACITY 40-45 MW, WITH PROVISION FOR INCREASE LATER TO 60 MW. OF TOTAL, \$9.25 MILLION WILL BE FOR POWER PLANT ITSELF AND LIKELY COME OUT OF SPECIAL FUND RESOURCES (SFR). REMAINING \$1.20 MILLION FOR OTHER REQUIREMENTS OF PDB TO COME FROM ORDINARY CAPITAL RESOURCES (OCR).

2. TECHNO-TRADE HAS CERTIFIED THAT GE CAN OFFER A THREE-UNIT 60 MW SIMPLE-CYCLE GAS-TURBINE PACKAGE POWER PLAN ON TURNKEY BASIS FOR ABOUT \$9 MILLION. ESTIMATED DELIVERY EX-FACTORY 6 MONTHS.

3. TECHNO-TRADE ADVISES JAPANESE OF COURSE ALSO BIDDING, SUMITOMO OFFERING A FOUR-UNIT 60 MW PLANT AT \$12.2 MILLION PLUS TAKAS 8.4 MILLION (\$1.1 MILLION). DELIVER TIME 12-14 MONTHS. IN ADDITION, HITACHI/MARUBENI AND ITALIAN/ENGLISH COMBINE BIDDING. EACH QUOTA-

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TION OVER THAT OF GE, THEN REDUCED BUT STILL ARE OVER. TECHNO-

TRADE CONFIDENT GE CAN WIN BID IF REPEAT IF US PROCUREMENT POSSIBLE
UNDER MIXED STR-OCR LOAN.

4. REFTEL WOULD INDICATE - ASSUMING TECHNO-TRADE INFORMATION ON
SPLIT BETWEEN SFR AND OCR OF THIS LOAN TURNS OUT TO BE TRUE - THAT
US PROCUMENT POSSIBLE ONLY FROM SMALL OCR PORTION. GE WOULD BE
EXCLUDED FROM MAJOR BIDDING. PLEASE ADVISE WHETHER GE STANDS
CHANCE ON BID WHICH APPEARS CLEARLY UNDER COMPETITION AND TO
ADVANTAGE RECIPIENT STATE.
NEWBERRY

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